

Message Text

UNCLASSIFIED

PAGE 01 BONN 08515 091505Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----051269 091644Z /47

R 091459Z MAY 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8355
AMCONSUL FRANKFURT

UNCLAS BONN 08515

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - AMERICAN STEEL EXPORT CO.,
NEW YORK, N.Y.

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

ULTRATECH GMBH
OSTSTRASSE 29
D-6103 GRIESHEIM NEAR DARMSTADT
CONTACT: WOLFGANG HANTKE, MANAGER
PHONE: 06155-4035
COMMENT: THIS LIMITED LIABILITY COMPANY WAS ESTABLISHED
IN 1977 AS A SALES AGENT AND DISTRIBUTOR FOR APPAREL
PRESSES OF VARIOUS TYPES; SALES TERRITORY: WEST GERMANY.
THE GERMAN COMPANY WILL COMMUNICATE DIRECTLY WITH THE
U.S. FIRM FOR CLARIFICATION OF DETAILS. ACCORDING TO
RELIABLE TRADE SOURCES, THE DOMESTIC MARKET FOR
COMMERCIAL LAUNDRY MACHINERY IS OVERSATURATED WITH
FIERCE PRICE COMPETITION DEVELOPING BETWEEN DOMESTIC
AND FOREIGN PRODUCERS. SUCCESSFUL ENTRY INTO THIS
MARKET BY NEW-TO-MARKET COMPETITORS WOULD
BE FEASIBLE ONLY THROUGH COOPERATIVE ARRANGEMENTS WITH
ANY OF THE EXISTING PRODUCERS.
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SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE
EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Draft Date: 09 may 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
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From: BONN
Handling Restrictions:
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ISecure: 1
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Litigation Codes:
Litigation History:
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
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Previous Classification: n/a
Previous Handling Restrictions: ONLY
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Review Action: RELEASED, APPROVED
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SAS ID: 2756179
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Status: NATIVE
Subject: ADS REQUEST - AMERICAN STEEL EXPORT CO., NEW YORK, N.Y. DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/84a32aa2-c288-dd11-92da-001cc4696bcc
Review Markings:
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